```
1
1
                       UNITED STATES DISTRICT COURT
                            DISTRICT OF NEVADA
2
           BEFORE THE HONORABLE PEGGY A. LEEN, MAGISTRATE JUDGE
3
     RIMINI STREET, INC., a Nevada
     corporation,
 4
                                        No. 2:14-cv-01699-LRH-PAL
             Plaintiff,
 5
          vs.
 6
     ORACLE INTERNATIONAL
7
     CORPORATION, a California
     corporation,
8
             Defendant.
 9
     ORACLE AMERICA INC., a
10
     Delaware corporation, et al.,
11
             Counterclaimants,
          v.
12
     RIMINI STREET, INC., a Nevada
13
     corporation, et al.,
14
             Counterdefendants.
15
16
                     TRANSCRIPT OF STATUS CONFERENCE
17
                               April 5, 2016
18
                            Las Vegas, Nevada
19
      FTR No. 3B/20160405 @ 9:05 a.m.
20
21
22
      Transcribed by:
                              Donna Davidson, CCR, RDR, CRR
                               (775) 329-0132
                               dodavidson@att.net
23
24
      (Proceedings recorded by electronic sound recording,
25
      transcript produced by mechanical stenography and computer.)
```

```
2
1
                          APPEARANCES
2
      FOR THE PLAINTIFF:
3
      W. West Allen
      HOWARD & HOWARD ATTORNEYS PLLC
 4
      3800 Howard Hughes Parkway
      Suite 1000
5
      Las Vegas, Nevada 89169
      (702) 667-4843
 6
      Fax: (702) 567-1568
      ww@h2law.com
7
      Peter E. Strand
8
      Ryan D. Dykal
      SHOOK, HARDY & BACON LLP
 9
      2555 Grand Boulevard
      Kansas City, Missouri 64108
      (816) 474-6550
10
      Fax: (816) 421-5547
11
      pstrand@shb.com
      rdykal@shb.com
12
      John P. Reilly
13
      Rimini Street, Inc.
      3993 Howard Hughes Parkway
14
      Suite 500
      Las Vegas Nevada 89169
15
      (336) 908-6961
      jreilly@riministreet.com
16
      James J. Pastore
17
      DEBEVOISE & PLIMPTON LLP
      919 Third Avenue
18
      New York, New York 10022
      (212) 909-6000
19
      Fax: (212) 909-6836
      jjpastore@debevoise.com
20
      FOR THE DEFENDANT:
21
      Thomas S. Hixson
22
      John A. Polito
      MORGAN, LEWIS & BOCKIUS LLP
23
      One Market Street, Spear Street Tower
      San Francisco, California 94105
24
      (415) 442-1000
      Fax: (415) 442-1001
25
      thomas.hixson@morganlewis.com
      john.polito@morganlewis.com
```

3 1 A P P E A R A N C E S (Continued) 2 FOR THE DEFENDANT: 3 Beko O. Reblitz-Richardson BOIES SCHILLER & FLEXNER 1999 Harrison Street 4 Suite 900 5 Oakland, CA 94612 (510) 874-1000 6 Fax: (510) 874-1460 brichardson@bsfllp.com 7 Richard J. Pocker 8 BOIES SCHILLER & FLEXNER, LLP 300 South Fourth Street 9 Suite 800 Las Vegas, Nevada 89101 (702) 382-7300 10 Fax: (702) 382-2755 11 rpocker@bsfllp.com 12 13 14 15 16 17 18 19 20 21 22 23 24 25

of 80 of those.

We produced 77 additional local preserved environments. We're up to 424 of those.

The other things are basically complete. I won't take a lot of time on that. The KDP data for archive documents, we are in the process -- I don't know if we did yesterday late or we are today or tomorrow, going to produce 100 plus KDP data for archived documents maintained by Rimini. So that's moving forward.

If you look with me at the second page, Your

Honor, this is the client environments. This is what we've

been focusing on for the last 60 days or so, or 90 days.

As of today there are 215 total. There was an adjustment of two. We have been authorized -- the Oracle subpoena process has spurred some clients to get with the program, I think is the legal term.

THE COURT: Predictably, yes.

MR. STRAND: 149 of them have seen the light and have authorized us to produce the documents.

As I indicated just a moment ago, we have produced KDP data for 80 of those, and 67 are this process. There are 44 who have refused authorization and 22 remaining.

As of this morning, I checked -- we are shifting to another phase here, Your Honor. And this is -- talking

about getting it done, the most time-consuming thing right now in the case, as Your Honor I think is aware, is the production of the various KDP data for the archive documents, the environments that we've been working on.

At this point we're beginning to shift. We have basically exhausted all of the work that we can do for the clients who will volunteer. And as of today, I counted, there are 248 subpoenas that Oracle has issued -- has issued that are outstanding to Rimini clients.

As you might well imagine, when those clients are subpoenaed, many of them have called us and said, "Hey, what's going on? Can you help us?"

A few of them, about 25 or so, have been subpoenaed after they provided the KDP data. So there was a little bit of concern and confusion there.

So as we enter this next phase, we've basically done what we can do on the voluntary side of the KDP data project.

We are prepared to continue to assist our clients in getting the materials produced that Oracle wants to those subpoenas. But we'd like a little guidance from Oracle and/or the Court today so that we don't come back here with unnecessary fights.

The first thing is, I think it may be a stop.

If we get these duplicate subpoenas, if we produce KDP data

and the next week they get a subpoena, as they did the 25 instances, we get very unhappy clients, and it takes them a while -- it takes us a while to talk them off the ledge.

If we get subpoenas going to clients and they -they call us frequently, "What do they want?" "What are we
going to do?" "How are we going to do it?"

Point one. We are happy to assist in that process. And we have been. Oracle has asked us to assist in certain instances, and we have assisted.

I believe that the most effective way going forward to get that very large process completed would be the following:

One, we work together to make sure we don't get duplication of effort, as we have, so that if something's produced once we don't produce it more than once or we don't get more than one request for it, which I think is reasonable; and, two, if we can get a punch list -- as you might imagine, it's a fairly broad subpoena. I don't want to argue about the terms of it. It's fairly broad.

We have now begun to develop -- at least we understand some clients, for example, like H&R Block have come up with a list of what they've produced to Oracle that satisfied Oracle.

Logically and ideally, what we'd like is a punch list from Oracle, pretty specific, as to, if you get this

from your client, we are happy, we're done. So that we don't come back here every month fighting about little knits and picks.

So our view is, Your Honor, that we're essentially done with the voluntary portion of the KDP product that -- the voluntary portion; i.e., the clients that will volunteer, we're now into the subpoena phase, we'll help with it. That's the KDP world.

In addition to that, Your Honor, we're working forward on the technology-assisted research, TAR, process. We're working that through. I think there's going to be some initial productions here in the very near future by both sides.

Obviously we know where you are if we need -- if we have problems with that. But thus far that's worked out fairly well. I don't know where we're going to go with that.

We've produced most everything else that we think Oracle wants or needs. I'm sure there'll be additional things that they'll want. We'll supplement as we move forward.

They've requested 30(b)(6) depositions. We are -- they are -- again, without characterizing, I don't want to get into a fight. They're very broad. They're very comprehensive. They're very detailed.

We have begun the process of interviewing people to find the folks that know the information that we need and folks that can testify to that information so that we don't waste a lot of time with those.

So in the nutshell, Your Honor, I believe that's everything. We can -- and Mr. Dykal is here if you want to do a deep dive on anything. But that's the 10,000-foot level.

Do you have any questions that I can answer?

THE COURT: No. Let me hear from opposing

counsel on the same type of overview from your perspective,

please.

MR. HIXSON: Sure. Thank you, Your Honor.

THE COURT: Mr. Hixson for the record.

MR. HIXSON: Again, this is -- as has now become the practice, we get a status update at the status conference with new information not contained in the statement, which is frustrating for us.

But in any event, we are pleased to hear that our subpoenas are spurring Rimini's customers to cooperate with the KDP data collection process. That seems to result in efficiency.

Rimini has said that they are just about done with the voluntary KDP portion of their production. But if you look at the handouts, that appears not to be the case.

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

for Rimini to produce.

On the second page Mr. Strand indicated that as of April 5 there were a total of 215 environments at issue. Authorization was refused as to 44. They've produced 80. My math isn't perfect, but it looks like they're halfway there with respect to the environment production for KDP data, which is not close to done. Turning to the first page, where they refer to KDP data for archived documents, there's a download archives, none of those have been produced. quantity column there are zero, and that's consistent with our understanding, none have been produced to us. So there still is a long way to go. And I don't think we're -- we're halfway through the environments part and the downloads --THE COURT: And I just heard Mr. Strand say that they expect to produce approximately a hundred of those to you this week. MR. HIXSON: I did hear that he said that they expected to do that. We will take a look when we get them. Those, if I understood him correctly, were going to be archives from Rimini's own systems rather than from the customer systems or the cloud systems which have -- and

So we will welcome the KDP archives from their

those, of course, have been the more time-consuming ones

systems. But I understood the other ones may take more time from them. In the event that's now beginning. So --

THE COURT: So let's move to how we can be as efficient as possible in obtaining the client data that you want without duplicating effort. Because they're willing to keep working with you. And your subpoenas are having the therapeutic effect that it was expected.

But I understand their frustration and the client's frustration in not wanting to be in the position of being in the process of voluntarily producing only to get a subpoena.

MR. HIXSON: Oh, of course. And we certainly don't intend for our subpoenas to duplicate that. There's only one item on the subpoena where there's potential duplication where we ask the customer for copies of their environment and the download archives.

And that's why we include the cover letter that Your Honor saw at the last status conference, where we tell them that if they cooperate with Rimini in producing the KDP data for the environments and the archives, then they may not need to produce the environment to us.

And I think that's the sentence in the cover letter that spurs the customers to reach out to Rimini and cooperate with them.

We've actually had a couple of customers that

1 says, "What is this KDP process you're talking about? We 2 haven't heard about it." And so then we emailed Rimini and we said, "When 3 customers ask us, we want to put them in touch with you." 5 And so they gave us the names to put them in contact with. 6 7 And so I think that will help address any 8 potential duplication. Other than that one item, our subpoenas ask for 9 10 other documents from the customer. They're not limited to 11 the environments, the archives. Those are the customers' 12 own documents. We're subpoenaing a third party --13 THE COURT: Correct. 14 MR. HIXSON: -- for their documents. 15 THE COURT: But I --16 MR. HIXSON: They're not Rimini's. 17 THE COURT: -- also understand Mr. Strand's 18 point about if you're satisfied with a category of productions from a client like H&R Block, are you going to 19 20 be satisfied with the same productions from the other 21 clients? 22 MR. HIXSON: From -- oh, from Rimini Street? 23 THE COURT: Of Rimini Street's clients. 24 other words, can they go back to their clients and say, "If 25 you do what you did -- if you do what H&R Block did, Oracle

is going to regard you in compliance"? Yes or no?

MR. HIXSON: That depends. A lot of times we say we're satisfied that their clients say, "We have A, B, and C, and we don't have D, E, and F. We'll give you what we have."

And when a customer says that to us, we have to say, "That's all you can do."

But that doesn't mean if another client has D,

E, and F -- we do work with each of these customers when we subpoena them and in very much their description of what they have and are able to give us without going through extraordinary efforts.

THE COURT: Drives the process.

MR. HIXSON: Absolutely drives the process.

And so -- and so I think that the efficient way to proceed is for Rimini to continue working with customers to collect the KDP data and for us to continue to make clear to customers that if they cooperate in that process then they may not need to produce those environments or archives to us.

And then with respect to other documents that are not part of what Rimini is gathering, we meet and confer with the customers and obtain what they're reasonably able to provide to us. But we'd like to keep that moving forward. And we think that is efficient.

```
1
                MR. STRAND: Your Honor, one follow-up thought.
 2
                THE COURT: Yes, Mr. Strand.
                MR. STRAND:
                             The H -- there is an H and R
3
               And Mr. Dykal is familiar with it. He can give
     process.
 5
      it to you.
 6
                Here's where we reach the inefficiency. Oracle
7
     wants something, and they know what they want. And that's
8
      fine.
 9
                The client comes to us and say, "We want to get
     what Oracle wants." We don't know and are hesitant to
10
11
     predict what Oracle wants because we don't want to be in
12
     the position of being accused of having --
13
                THE COURT: That's correct.
14
                MR. STRAND: -- construed.
15
                THE COURT: And so the process that Mr. Hixson
16
      describes is perfectly appropriate, to have the client talk
17
     directly with Oracle so that you're not put in the middle
18
     of --
19
                MR. STRAND: No.
20
                THE COURT: -- mistranslating and putting your
21
     wrench in the process.
22
                MR. STRAND: Right. For us, though, it's also
23
     moving target for us because we have daily -- multiple
24
     daily calls with clients.
25
                If we could get a better idea -- we understand
```

```
1
      if they want A, B, C, D, and F, we just don't know what A,
2
     B, D, E, and F are in every situation. And you can't get
     blood from a turnip. We understand that too.
3
                But if we could get a little more clarity,
5
     distilling down from Oracle what it is they want, it will
 6
      assist us in talking to the client so that we're not
7
     talking past each other with Oracle.
8
                MR. DYKAL: It might help if I put a little more
 9
      concrete --
10
                THE COURT: Mr. Dykal --
11
                MR. DYKAL: -- on it.
12
                THE COURT: -- for the record.
13
                MR. DYKAL: So Oracle's subpoenas request
14
     communications with Rimini, all sorts of things like this.
                My understanding is Oracle agreed with H&R Block
15
     to pick two custodians from H&R Block and run a certain set
16
17
     of keywords. And H&R Block said, "That's fine. We just
18
      don't know -- do you want us to search our whole company?
19
     What do you want?"
20
                So they said, "Give us your primary technical
21
     contact with Rimini and your primary business contact with
22
     Rimini."
23
                And then they negotiated a limited set of search
24
     words to run against their email. And they said that that
```

should satisfy them.

1 At least that's my understanding from speaking 2 to H&R Block counsel. So that seems like a reasonable process to us. 3 And then they also produced the environments or the KDP and the contract documents. 5 THE COURT: My observation is there's no reason 6 7 for you to be in the middle of that for strict -- for data 8 that only the client has because the discussion between Oracle and the client should flesh out what is most 9 10 reasonable in each individual case as opposed to -- and I 11 understand Mr. Hixson's point, that if the client says 12 they -- "This is what we have, this is what we don't have, 13 these are the people that are involved in this, and these 14 are the" -- you know, "Is this good enough?" 15 That seems to me to be the most efficacious way 16 of doing it without interjecting you into the process, which --17 18 MR. DYKAL: Sure. No. 19 THE COURT: -- then creates the potential for 20 confusion. 21 MR. DYKAL: I agree. We're not trying to 22 interject ourselves in the process. We're just -- clients 23 ask us what is going on. 24 We say, "Talk to Oracle." 25 And they're, like, "Is a starting point what has

1 Oracle been satisfied with in the past?" 2 And we tell them, "Maybe this is an idea, and then you'd have to talk to Oracle, would that be 3 acceptable?" MR. STRAND: Here's what I suggest, Your Honor. 5 6 We'll work it out with counsel, and we'll follow their lead 7 to stay out of it. 8 THE COURT: You know I really can't give you an advisory opinion on discussions that I haven't heard. 9 10 MR. STRAND: Correct. 11 THE COURT: And I'm not going to. 12 MR. STRAND: Yeah. We'll try to work over the 13 course of the next month to make that more efficient. 14 I think we've aired the concern. We can talk 15 with them and try to figure out something that will work 16 and not get down into the extreme minutia with you. THE COURT: You're both the pros from Dover. 17 18 You can work it out. MR. STRAND: Yes, Your Honor. Although I don't 19 think I've ever been in Dover. But thank you. 20 21 THE COURT: All right. Let's move now to the 22 areas that are in dispute which require the Court's 23 intervention. 24 You have some issues. Oracle's seeking a 25 protective order. Rimini is seeking a motion to compel,

which is somewhat the flip side of the equation.

So let me hear first from Rimini concerning its discovery requests that are directed towards Spinnaker and -- the name just went out of my head, CedarCrestone, now Sierra --

MR. STRAND: Yes. And, Your Honor, with your leave I'll refer to them as CedarCrestone. It's just a force of habit.

THE COURT: Okay.

MR. STRAND: As the Court properly notes, the motions overlap. And so what I want to do is deal with them kind of together because I don't think there's any reason to take them completely separately.

I'm going to speak first to the motion for protective order just generally and then follow up with our motion to compel.

Your Honor, in looking at the joint submission and thinking about this a little bit, I think Your Honor -- and you probably already figured out, but I think there are four questions that are before us today. And I want to take each of those in order.

The first question is, on what grounds does

Oracle oppose production of the requested information and
on what grounds does Rimini seek production of that
information?

And that sounds simplistic, but it's actually not. I think it goes to the core of what the dispute is.

Oracle, if you look at the joint submission on, for example, pages 12, 18, and 19, refers to the issues before the Court primarily as ones of liability for infringement, the liability side of the case.

The requests and the subpoenas are in fact focused on causation and damages. That's where they go.

That's where they're relevant. That's why we believe we're entitled to that information.

So if we look at the -- if we look at those requests from the position of damages and causation in this case, it frames the issues properly, and I think it will be easier for the Court to resolve them so that regardless of whether they relate to liability -- we think they do, but it's just not worth arguing that because they so clearly relate to issues of causation and damages.

With that framing of the issue, Your Honor, let's look at the second question I think the Court has to face.

Recognizing that under Rule 26(b)(1) information within the scope of discovery need not be admissible in evidence to be discoverable. And that's a quote from the rule.

Is the information that Rimini seeks relevant to

Rimini's defenses and claims in the case? And primarily it's Rimini's defenses and therefore properly the subject of discovery under Rule 26(b)(1).

Again, Your Honor, I think there are two foundational questions. And I don't want to overreach on the Court by any way -- any means. But let's just get Rule 26 in front of us because that's what this whole discussion is about.

So let's first look at Rule 26 that we are -they're in the second or the -- after the colon on the
third line down. Parties may obtain discovery regarding
any non-privileged matter that is relevant to any party's

I want to talk about relevant to any claim or defense.

Your Honor, in the -- in the submission materials we quoted from the Krause case, which is an opinion by Magistrate Judge Hoffman in 2014. And in that opinion he states, As the Supreme Court reiterated in Oppenheimer Fund versus Sanders, relevancy is, quote, construed broadly to encompass any matter that bears on or that reasonably could lead to other matter that could bear on any issue that is or may be in the case.

So that's a statement by the United States
Supreme Court under the breadth of relevance.

The rules and the proportionality have changed

1 nothing about what's relevant in discovery. So I think we 2 need to focus on what's relevant to discovery. Not what's admissible but what's relevant due to discovery. 3 The second --THE COURT: The question here is whether you're 5 6 going to get it, not whether it's relevant. 7 MR. STRAND: Well, but I --8 THE COURT: I --MR. STRAND: -- think in order to get it, it has 9 10 to be relevant. Because obviously if it's not relevant, I 11 wouldn't be asking for it. 12 Okay. The second question then is must it be 13 admissible in evidence. And I think we look at the last 14 line of Rule 26(b)(1), information within this scope of 15 discovery need not be admissible in evidence to be

And I think part of the problem with the parties right now is Rimini is talking about relevance for purposes of discovery, and Oracle is talking about relevance for purposes of admissibility.

16

17

18

19

20

21

22

23

24

25

discoverable.

And I'm not here arguing about relevance for purposes of admissibility. I just want to get it. And why don't I proceed to tell you why we should get it.

The relevant -- I want to deal with the two separate subpoenas and the RFP to Crestone as separately

with Spinnaker. Because there are slightly different
issues afield -- at play in both of those.

If we look at CedarCrestone, that's our RFP 37, and the opposition to the motion for protection which Oracle seeks. Then I'll look at Spinnaker as I said.

So let's place the issue in context first, just so we understand what we're talking about when we talk about CedarCrestone. Because it's had a long history in this litigation.

As you'll recall, Oracle issued a subpoena to -both parties issued subpoenas to CedarCrestone in case 1.

And as the pleadings show -- or as the submission shows,
the subpoena that was issued in case 1 is quite a bit
broader than the subpoena that Rimini has issued in this
case.

Importantly, CedarCrestone did not resist that broader subpoena in case 1.

In case 1, in December of 2011, CedarCrestone was deposed.

September the following year Oracle sued CedarCrestone.

As we point out, Oracle sued CedarCrestone in that case on 19 copyrights. 13 of those same copyrights are asserted against Rimini in this case. So there's big overlap in the two cases.

```
1
                 In August of 2013, CedarCrestone and Oracle
2
     settled. On that same day, August 13th, 2013, Mr. Fees
      signed the declaration that in the joint submission --
3
                THE COURT: That said their 30(b)(6) designee we
 5
     disagree with, was what he said?
 6
                MR. STRAND:
                             Yes. Basically calling their
7
      30(b)(6) witness out as somebody who misrepresented the
8
      facts under oath.
                THE COURT: No --
 9
10
                             I'm not going to --
                MR. STRAND:
11
                THE COURT: -- what the declaration says is that
12
      legal took a look at it and disagreed with --
13
                MR. STRAND: Disagreed with --
14
                THE COURT: -- the business --
15
                MR. STRAND: All right.
16
                THE COURT: The business guy's view of the
17
      thing.
18
                             Right. An unhappy moment, to be
                MR. STRAND:
19
     sure, within CedarCrestone.
20
                But I think what's salient there is that
21
     declaration of how much they rely is dated the exact same
22
     day as the settlement agreement.
23
                One could reasonably assume that they were part
24
     and parcel of the same overall deal. And I'll get back to
25
      that in a moment. But I think that's important. Fair is
```

1 fair.

Now, based on that history, Rimini wants to see that settlement agreement. And I won't reiterate the rule -- the request for production or the subpoena. You've seen those in the joint submission.

Your Honor, yesterday I came across for the first time the case that was issued just a week ago or -- yeah, a week ago tomorrow, the Sanofi-Aventis opinion.

I don't know if you got a chance to look at our supplemental authorities filing yesterday.

THE COURT: I did.

MR. STRAND: If it would be helpful, I'd be happy to hand up the case. If it's not, I won't.

THE COURT: I'm happy to take your case.

MR. STRAND: Thank you, ma'am.

What's interesting about this case, Your Honor, while it is in the patent context, but we have cited cases that say that the rules and the procedures for calculating damages in the patent context are applicable in copyright cases, this opinion by Magistrate Judge Rosenberg in the Sanofi-Aventis case out of the Central District is enormously informative.

If you just look with me for a moment, I've highlighted a couple of portions in there on the second page.

You remember the big fight in this case -- and I think this case -- the reason I bring this case to your attention first is I believe this is completely dispositive of the issue, presents all the right arguments for all the right reasons in all the right order as to why Rimini is entitled to receive a settlement agreement from CedarCrestone.

So if we look -- if you look with me first, Your Honor, it says, The Federal Circuit has rejected the argument that licenses in settlement agreements are categorically irrelevant to a reasonable royalty.

Which is essentially the position that Oracle's maintaining in this case, that they're categorically irrelevant. They're not. Then it cites the same case that we cite in our joint submission, the *Astrazeneca* case.

Then it goes on, talks about previously -- they said, No, you can't look to settlement agreements. Then it said, Nevertheless, LaserDynamics acknowledged that reliance on settlement agreements is permitted under certain limited circumstances. One such circumstance was presented in ResQNet.

And there's been enormous amount of briefing about ResQNet. I won't repeat it. But they said that's the case that said, No, maybe settlement agreements are the most comparable, are the most related license agreement.

And then it goes on, The courts in Astrazeneca,

LaserDynamics, and ResQNet, as well as other cases cited by

counsel -- and we've cited other cases too -- had the

benefit of expert analysis in determining whether

settlement agreements were admissible in establishing a

reasonable royalty rate under the circumstances in those

cases.

Then it goes on, Defendants in this case, same position as Oracle, seek to avoid producing the settlement agreements altogether.

Same exact factual situation we have here. It goes on for a little bit and it says, Under these circumstances the court concludes that production of the executed settlement agreements is appropriate so that plaintiff's expert can evaluate them.

That's all we want to do, get the settlement agreement so our expert can evaluate that settlement agreement in the context of this case and determine whether that settlement agreement provides the data point for calculating hypothetical fair market value of use damages in this case.

And I'll pause right there, Your Honor, because we can make it really easy.

If we can get the settlement agreement, and we believe that under every authority we can get discovery of

the settlement agreement, I would encourage Your Honor to ask Mr. Hixson if there is a single case post-ResQNet denying discovery of a settlement agreement. We have not been able to find one.

If the Court will order the production of the settlement agreement within a very reasonable time, this week, a week, 10 days, we will look at that. If the settlement agreement does not support any type of analysis that will give rise to our damages opinion, we don't need the rest of the negotiation -- settlement negotiation material set forth in either the subpoena to CedarCrestone or in the request to Oracle.

So we'll make it easy. If we don't want it -
if we don't want that stuff, we won't press it. But right

now we have to press it because we don't know what's in the

settlement agreement.

So in the first instance, Your Honor, all we seek is a settlement agreement. There's -- there's amazing amount of authority saying that we get it, starting with that Sanofi-Aventis case.

The other case that we rely on principally to get that settlement agreement is the *Oracle vs. SAP* case.

And you recall, Your Honor, that's also cited in the joint statement. If I could -- this is the only other case I'm going to hand up. I promise.

And that was a case, Oracle vs. SAP, the famous TomorrowNow case. It's very similar allegations of infringement and stuff like that in that case. There the Ninth Circuit, in reversing a damages award, made certain important findings that are relevant to us today.

If you'll look with me, Your Honor, at the first red tabby on page 8 of the slip opinion, down toward the bottom it says -- let's see, it's the second little yellow highlighted part.

It says, Although actual damages can be awarded in the form of lost profits, hypothetical damages also constitute an acceptable form of actual damages recover under Section 504B.

So you can get these hypothetical damages.

And then importantly, for our purposes today, go over with me if you would, please, Your Honor, to the bottom of page 12. It's the third tabby.

It says, Although a copyright plaintiff need not demonstrate that it would have reached a license agreement with the infringer or present evidence of benchmark agreements in order to recover hypothetical license damages, it may be difficult for a plaintiff to establish the amount of such damages without undue speculation.

Then it goes on, on the next page, Here because Oracle has no history of granting similar licenses and has

not presented evidence of benchmark licenses in the industry approximating the hypothetical license in question here, Oracle faced an uphill battle.

Clearly the Ninth Circuit anticipates reliance on benchmark license.

All we want to do in discovery is see the settlement agreement, see what it says, see if there's a license implicit. There has to be. There were allegations of infringement. They sought millions of dollars I -- presumably. There had to be some type of settlement on that.

We want to see that document and determine what it says, how's it -- how might it be relevant to a damages case, how might we get it admitted into evidence in the damages case.

Now, once we see the settlement agreement -- and if the Court's so inclined, we believe that we're entitled to see the settlement negotiation documents. And we've asked for those both in the RFP and the subpoena.

The negotiations were between CedarCrestone and Oracle are relevant and discoverable. We've cited the MSTG case from the Federal Circuit and the Barnes & Noble case from California, I believe.

In addition, and I think this is what is critically important here, as I mentioned, Oracle relies on

the Fees' -- Mr. Fees' affidavit. You mentioned it, Your
Honor.

That affidavit was part and parcel of the settlement agreement. In fact, it refers to agreeing with Oracle in paragraph 16.

It is simply not appropriate for Oracle to say that that Fees' declaration, which is a part of the settlement, is sufficiently relevant to this motion to try to use that to defeat the motion while at the same time using that motion -- that Fees' declaration as a sword and a shield to preclude us from getting the very settlement agreement that that declaration was a part of. It's a sword-and-shield problem.

We believe we are entitled, if for no other reason, that reason, to see the settlement agreement. And in fact if you look with me at MSTG, Your Honor, there's a -- we've cited that in our brief as well.

It says right there, As for the matter of fairness -- as a matter of fairness, MSTG, which is anomaly in Oracle's position here, cannot at one time have its expert rely on information about the settlement negotiations and deny discovery as to those same negotiations.

So what we want is the agreement and the negotiations. The ${\it MSTG}$ case is a 2012 Federal Circuit

case.

So, Your Honor, our view is we're entitled to the settlement agreement and we're entitled to the negotiation materials.

And, again, if Your Honor doesn't want to go all that way today, if Oracle's willing, we'll look at the settlement agreement and in good faith we'll tell them whether we want to proceed or not.

Now, Oracle's arguments that that shouldn't be produced are simply misplaced. First of all, they argue that -- they try to argue that settlement licenses are not discoverable. That is simply wrong.

We cite ResQNet, we cite the Caluori case, we cite the MSTG case. I've just given you the Sanofi-Aventis case. All of them recognize the basic concept that since ResQNet, settlement licenses have been admissible in trial for damages purposes. Obviously if they're admissible in trial, they can certainly be discoverable. As I've indicated, there is no case that we can find that says a settlement agreement is not discoverable.

Where are we then? Oracle has inappropriately conflated relevance and admissibility in this case, the Rule 26(b)(1) standard we started out with, information within the scope of discovery need not be admissible evidence to be discoverable.

1 So we seek discovery. We're not talking about 2 admissibility right now. That's for Judge Hicks on down the road. 3 Should we choose to use that settlement 5 agreement and the information in there as a data point, there's no case, as I indicated, that says they can't be 6 7 used. We've cited those. 8 Now, timing. Let's talk a little bit about They cite the Fees' affidavit or declaration to 9 10 say that settlement licenses that predate the infringement 11 are irrelevant -- that postdate the infringement, are 12 irrelevant. 13 Well, that simply makes no sense. Virtually 14 every settlement agreement is going to postdate 15 infringement. So that isn't a valid reason not to produce 16 it. 17 So we are entitled to the document both from 18 CedarCrestone and from Oracle. And we'd like to get it --19 the documents, both the settlement agreement and the 20 negotiation materials, from both of them. We don't want it 21 from both of them. We'll take it from either one or the 22 other in the easiest possible way. 23

Now, before I get on to the proportionality, I want to spend a few minutes on the Spinnaker subpoena.

24

25

But I'll pause there, Your Honor. Do you have

1 any questions that I can answer about the CedarCrestone 2 situation? THE COURT: No, sir. We're talking about 3 Request for Production No. 37 --5 MR. STRAND: Yes, ma'am. THE COURT: -- and your subpoena to them. 6 7 MR. STRAND: And my subpoena to them. Yes, 8 ma'am. Spinnaker next? All right. Here we go. 9 Okay. 10 So Spinnaker, we don't have a request 11 specifically out to Oracle on Spinnaker. Now, let's think 12 about Spinnaker a little bit. 13 Spinnaker is an organization that was also 14 mentioned in case 1. As of today on their website 15 Spinnaker provides -- claims to provide services for JDE, 16 Siebel, and E-Business, all but one of the services that 17 are accused in this case. 18 So let's look at what the factual context is 19 regarding Spinnaker. In case 1 in response to an 20 interrogatory, Oracle admitted or stated that it was its 21 conclusion that Spinnaker was not infringing the JDE 22 copyrights. And that's important. Because that makes 23 Spinnaker a noninfringing alternative. 24 Apparently that's correct because Oracle hasn't 25 sued Spinnaker. So as we sit here today, Spinnaker appears to be a noninfringing alternative.

Now, why is that important? Why does that make Spinnaker's business practices relevant to this case?

Well, let's look at *Oracle vs. SAP*, if you will, please, Your Honor, the first tab. Clear Ninth Circuit law is that a plaintiff in a Section 504 action must establish a causal connection between the infringement and the monetary remedy sought. They have to show causation.

In its portion of the joint submission, Oracle cited to a case called *Panduit*. And *Panduit's* an old patent case that basically says in order to get lost profits you have to prove four things.

The one thing that's relevant here today is this: In order to get lost profits in this case, in order to prove but-for causation, Oracle's going to have to prove the absence of noninfringing alternatives. So Oracle's going to have to prove at trial that Spinnaker is not a noninfringing alternative.

We went through a ton of that at case 1, but I'm sure you don't want to hear about that. So in order to make their proof, they have got to prove that Spinnaker is a noninfringing alternative.

So the existence of Spinnaker as a noninfringing alternative defeats Oracle's ability to get lost profits under the *Panduit* case. So it's pretty important, pretty

relevant. We want to make sure it's a noninfringing alternative.

Secondly, the presence of a noninfringing alternative also affects the hypothetical license negotiation. If you'll look with me again, please, Your Honor, at page 9 of the Oracle opinion, the second tabby there, it says, down and toward the bottom of the right-hand column, The touchstone for hypothetical license damages is the range of the license's reasonable market value. The question, therefore, is not what the owner would have charged but rather what is the fair market value.

The next little portion, That is fair market value is based on an objective, not a subjective analysis.

Our damages expert wants to look at the Spinnaker Spinnaker situation. We want to look at the Spinnaker situation for causation and damages for reasons -- for the following reason, insofar as they relate to fair market value damages.

Obviously if Oracle is a monopolous in the area of providing these services, then it will be able to command a higher reasonable royalty. If it is not a monopolous, because there is a noninfringing alternative, then the amount of the reasonable royalty we'll be able to charge will be less.

And Oracle faces a conundrum here. In its licenses it says that its clients can use third-party service providers after the first year. But at trial -- which seems to suggest that they can -- they can have a noninfringing alternative. And at trial even Ms. Catz and Mr. Allison admitted that that was allowed.

But at trial they'll also want to say, as they did in case 1, that, no, there are no noninfringing alternatives.

So we seek discovery from Spinnaker to establish what they do to establish that it's a noninfringing alternative, to show both that there were alternatives for the customers that left Oracle to come to Rimini and that they -- it would depress fair market value damages and defeat the ability of Oracle to recover lost profit damages.

Now, we've had a lot of discussion, and I want to go into it, about relevant/nonrelevant customers. At least five customers have left Rimini to go to Spinnaker. So the two are in competition. Relevant customers for whom we believe Oracle will seek damages are at play here.

And finally, Your Honor -- and I think perhaps this is the most telling point -- is sauce for the goose, sauce for the gander. We just spent quite a bit of time talking about the subpoena that Oracle has served on now

248 Rimini customers.

And let me read you paragraph 8D of the subpoena that they've sent to any single -- every single one of our customers essentially.

It asks for your consideration of third-party support providers for software support related to PeopleSoft, J.D. Edwards, Siebel, or Oracle E-Business Suite software.

Today, right now, as we sit here, Spinnaker claims it is a third-party support provider for three of those four lines of business.

How, Your Honor, can it be relevant in the subpoena that Oracle served our clients and not be relevant for us to seek that information vis-á-vis causation and damages?

Discovery is proportional. It's also a two-way street. And we want that street to go -- to go both ways.

Now, in our brief we said if Oracle will stipulate right now that Spinnaker is a noninfringing alternative, then we don't need that discovery. But if Oracle's not prepared to stipulate to that, then we need to proceed with that discovery.

Your Honor, based on that, I think it's abundantly clear that also the information that is sought in the Oracle -- I mean in the Spinnaker subpoena, is

relevant.

Now, let's go to the next question then, the Court -- the third question I think you've got to answer, Your Honor, is is the information that Rimini seeks protected -- excuse me, proportional to the needs of the case in light of 26(b)(1)? And I -- we've got that in front of us now. And I want to run through that quickly.

The one thing I do want to recall for the Court, though, is this. In the advisory committee's notes to the 2015 amendments to Section 26(b)(1), they said, and I quote, "Nor is the change in the rule intended to permit the opposing party to refuse discovery simply by making a boilerplate objection that it is not proportional."

We've gotten the boilerplate objection. There is no showing here by Oracle that it's not proportional.

Set that aside. I'll show you why it is proportional.

Let's go through some of those factors and our analysis of those factors.

First of all, as I've just shown at great length, the materials that Rimini seeks are important and critical to its defenses and claims regarding causation and damages in this case. We need them. We want them. We want to see them.

They could be case dispositive, depending on what the -- or not dispositive, but dispositive of the

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

damages issue, depending on what that settlement agreement 2 says. But we haven't been able to look at it.

The second thing is Rimini has no access to the requested material. They can't get it. We can't get that stuff anyplace else. I think that's obvious.

Third, I think we can all agree that the amount in controversy here is going to be substantial. As the Court will remember, in closing argument they sought over \$200 million against Rimini in case 1. And we assume that will be something akin to that in this case.

So it's critical information. We can't get it anyplace else. The amount in controversy is substantial.

As we mentioned in the joint submission that we submitted, the subpoenas have been narrow in scope. We try to scope them so that they're not overbroad.

Now, we haven't had an opportunity to talk with either Spinnaker or CedarCrestone about their objections. They objected last -- a week ago Friday. Good Friday.

We would like, Your Honor, to go back and see if we can work out something with them to get a lesser amount of data that we can be happy with.

So I -- in some respects we view that the current motion is premature. And if the Court wants to say, Listen, I'll give you a month, go out and talk with them and see if you need to darken my door with this again next month, we'd be happy to do that, Your Honor.

But precipitously this has been filed, and so we're here today dealing with it.

Finally, the burden to produce the requested materials is certainly no greater than the burden that's been placed on Rimini's clients, all 248 of them who have been served. And we're talking about two subpoenss here.

So because the material is relevant, because it's their burden, Oracle's burden to prove on -- that there's an absence of noninfringing alternatives, we're entitled to that document. That's why this side-show comment is simply incorrect. It's their burden. This isn't a side show. This is a critical element of their proof that we want to discover on and challenge.

Now, last question. I'm getting close to the end. And you've been very patient. Thank you.

Do you have any questions up to that point?

THE COURT: No, sir. I'm not hesitant to ask questions if I have them.

MR. STRAND: I know. But I want to give you a chance to breathe. And me too.

Fourth question is this. Are there any privileges or prior rulings of the Court, this Court, that bar discovery of the information that we're seeking? And I think the answer to that question is no.

First of all, the October 15th ruling did not prohibit this discovery. This is discovery of third-party service providers that dealt with broader discovery on other issues.

And you also specifically said, Your Honor, and you quoted it in the brief, that you were not foreclosing discovery -- other discovery. So we're here on that. We don't believe that was cut off.

In the February 15th order, we were -- in the February 15th conference, excuse me, February 2016, we were talking about nonRimini customers versus Oracle's characterization of relevant customers.

This has nothing to do with that. This is third-party service providers, not liability side, this is damages and causation as I've said at length.

The 2014, they make a sideboard comment on that. You will recall the first time we met was back in October of 2014. We were seeking to reopen discovery to get the CedarCrestone subpoena. And Your Honor said, No, I'm not going to reopen discovery. Discovery's closed. Go to trial on case 1.

That had nothing to do with whether we could get the subpoena or not, it was just whether you were going to reopen discovery on case 1. That's water way under the dam -- way over the dam, long since gone. So that has

nothing to do with the ruling here today.

The second point I make, Your Honor, is Rule 408 is a rule of evidence, not a rule of discovery. And it does not in any way preclude discovery of the CedarCrestone agreement. We cite to the *Hooks* case out of the District of Nevada in 2014, which rejects that very argument.

And think about this. How would all of those settlement agreements be in evidence in patent cases if Rule 408 prohibited even their discovery? It doesn't.

Third, they make reference to the fact that the settlement agreement's confidential.

As Your Honor is well aware, we have a very comprehensive protective order in place in this case. It provides for attorneys' eyes only. And the parties have even agreed to a heightened level of protection if we need to do that. We're certainly willing to work with them on that if we need to.

All we want is to see it. The lawyers need to see it so that legally we know what it's about. And we want our damages expert to see it, that material.

Finally, we believe Oracle lacks standing to even pursue the protective order this time. So it's premature. But they also lack standing.

They -- as they say in Texas, where I practiced for a while, Oracle really doesn't have a dog in this

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

This is between us and Spinnaker and us and CedarCrestone. Oracle doesn't need to get in the middle of it, just like we don't need to get in the middle of their subpoenas to our clients. So if we could get a month to work with those folks, see what we can get, and not have a precipitous protective order cutting off all discovery, maybe we could get someplace and maybe we could get something done. So, Your Honor, in summary, what do we want? want the Court's order compelling Oracle to produce the CedarCrestone settlement agreement. We believe we're entitled to that under every authority. We want an order from the Court compelling Oracle to produce materials related to the negotiation of the CedarCrestone settlement agreement. And if Oracle will give us --THE COURT: Even though your Request for Production No. 37 doesn't ask for that? I believe it does, Your Honor, in MR. STRAND: the definition of documents. If you disagree, I'm not

going to argue with the Court. Never a good plan.

If -- we'll file another request for production. If we -- if you don't believe it's coming --

THE COURT: Well, you just told me that if you review the settlement agreement, depending on what it says, you may not need it.

MR. STRAND: Exactly. That was going to be my separate offer. If we -- if we can -- if you don't want to compel it, we're happy to take a ruling today that will review the settlement agreement, be back here in a month if you think we want to go to any further. I'm happy with that, Your Honor. I just want to see the settlement agreement.

And I really, really don't believe about fighting about stuff I don't know about. And I don't know what's in the settlement agreement. If there's nothing there, there's nothing there.

So first we'd like an order -- if you feel so inclined, which I'm not picking up that you are, to compel them, but if you don't feel like that, if the Court -- if you so desire, we'll look at the settlement agreement and get back -- get back to Oracle, and if necessary back to you.

The third thing we want is to deny their motion for a protective order as to the Spinnaker subpoena so that we can have time to go to Spinnaker and see what we can work out with them to get. That's what we'd like. We think it's reasonable, we think it's proportionate, and we don't think there's any reason not to get that.

Again, if you've got any questions, I'm happy to

```
1
      answer.
 2
                 THE COURT:
                             Thank you, Mr. Strand.
                MR. STRAND:
                              Thank you.
3
                 THE COURT: Let me hear from -- who will be
 5
      arguing Oracle's position?
                MR. HIXSON:
                              I will, Your Honor.
 6
 7
                 THE COURT: Mr. Hixson.
 8
                MR. HIXSON: Good morning, Your Honor. I'd like
      to start with Oracle's motion for a protective order.
 9
10
                Obviously the Spinnaker subpoena has nothing to
11
      do with settlements. And seven of the nine requests for
12
     production and deposition topics in the CedarCrestone
13
     subpoena don't have anything to do with settlements.
14
                 So we can cabin out a large area where we're
     moving for a protective order. And then after that I will
15
16
     get to the discussion about RFP 37 and Rimini's request for
17
      the CedarCrestone settlement, which I think presents
18
      distinct issues from those.
19
                 First let's start with why you should do
20
      something now and why Oracle has standing to seek this
21
     protective order.
22
                 Our protective order motion was pretty
23
      straightforward. We relied on the Court's rulings in
24
     October and in February limiting the scope of discovery
```

into the third-party support providers.

25

1 October dealt generally with third-party It dealt with liability. It dealt with 2 support. causation --3 THE COURT: It also dealt with --MR. HIXSON: -- it dealt with --5 6 THE COURT: -- extraordinarily overbroad 7 discovery requests that Rimini had served. That's right. And we think that 8 MR. HIXSON: the lines that the Court drew in October and February 9 10 provide the appropriate guidance for what should be 11 followed now. 12 In particular the Court cabined discovery into 13 discovery about relevant customers and their connection to 14 these other third-party support providers; relevant meaning 15 Rimini's customers, the customers that Oracle's subpoenaing 16 in its subpoenas and the issues regarding communications about, you know, third parties or what third parties have 17 18 done for those relevant customers. 19 And when you look at the subpoenas to 20 CedarCrestone, the 9 requests and the 11 to Spinnaker, none 21 of them are in any way limited by that at all. 22 This morning counsel for Rimini said that there 23 are, to their understanding, five customers that left 24 Rimini to go to Spinnaker. 25 But if you compare the very broad requests that

```
1
     went to Spinnaker, there's no limitation at all --
2
                THE COURT:
                             They're a --
                MR. HIXSON: -- to those five.
3
                THE COURT: -- lot narrower than the ones you
 5
      served them with last time around.
                MR. HIXSON:
 6
                              That's true.
                                            But we have never
7
     been shy about saying that certain issues were decided in
8
      the first case and that they don't need to be relitigated
     here.
 9
                And a lot of the issues that we -- that were the
10
11
      subject of Oracle's subpoena in the first case dealt with
12
     the licensing issues, dealt with liability issues, and
13
     dealt with infringement issues that have since been
14
     resolved, a large part by Judge Hicks' orders on summary
15
     judgment and by the liability findings of -- about
16
     Rimini's, at least their old process at trial.
17
                And that's why we don't think we need to replow
18
      that ground which a lot --
19
                THE COURT: But noninfringing --
20
                MR. HIXSON: -- of their requests go to.
21
                THE COURT: -- alternatives is still an issue in
22
      this case.
23
                MR. HIXSON:
                              That -- that's true.
                                                    And that's
24
     why the line that the Court drew last October and this
25
     February is the appropriate one here, which is the
```

1 particular relevant customers at Rimini Street, what other 2 options did they consider? Whereas Rimini's request to CedarCrestone and Spinnaker are --3 THE COURT: But they're talking about their need 5 for damages analysis and causation. Because what are your damages in a copyright infringement case? 6 7 Now, hypothetical a license; correct? Fair 8 market value of a hypothetical license or lost profits. 9 MR. HIXSON: Right. There's -- and then 10 infringers' profits as well. 11 THE COURT: And in your Oracle/SAP case, the 12 Ninth Circuit agreed with you that you don't have to prove 13 that you were given a license, and your executives indeed 14 said, We never give people licenses. But still the Court has to engage in the 15 16 hypothetical damages analysis.

MR. HIXSON: Well, that's all true. And that I'll address when I talk about the CedarCrestone settlement. But for obviously Spinnaker, none of that is at issue about hypothetical licenses or because there -- there's no contention there was any such license.

17

18

19

20

21

22

23

24

25

And in terms of noninfringing alternatives, if you look at particular Rimini customers and what are the options they considered, which is what we asked for in our subpoena, and which is the line that we think the Court

drew in October and February, that would be the appropriate 1 2 cabining of the discovery to those third-party support providers. 3 And Rimini's requests go way beyond that. 5 ask for every facet of their business operations, all 6 document about how they provide support going back to 2008, 7 which is the time period covered in the first lawsuit as 8 well. These subpoenas go way beyond what the Court has 9 10 already ordered. And that --11 THE COURT: Well, if I understand correctly, 12 what you told me about CedarCrestone in your settlement 13 with CedarCrestone and the affidavit that Mr. Fees provided 14 to you contemporaneously with your settlement agreement, they stopped infringing in 2012, and they don't do what 15 they did that caused them to be sued for infringement after 16 they settled with you -- or after actually the end of 2012, 17 18 before the settlement was --19 MR. HIXSON: Before the settlement, about eight 20 months before the settlement. 21 Well, Your Honor, I can see that you're 22 interested in argument about the settlement. So why don't 23 I turn to that issue now.

THE COURT: Well, they're kind of all connected. They're a little bit connected. MR. HIXSON:

24

25

1 Obviously the Spinnaker one is distinct. 2 But turning to the settlement --THE COURT: It's distinct in that you don't have 3 a settlement agreement with it. It's --5 MR. HIXSON: Right. THE COURT: But you still regard them as a 6 7 noninfringing alternative; correct? 8 MR. HIXSON: We're not prepared to make that 9 stipulation now, Your Honor. 10 The issue here is whether -- turning to the 11 CedarCrestone settlement, they have -- Rimini has satisfied 12 both the requirement under Rule 26 to show that that 13 discovery is relevant for producing in the litigation. 14 And it's funny that both of us have this -- the 15 same view that the Genentech case that Rimini provided actually does provide a useful framework for how to assess 16 the relevance of a potential settlement. 17 18 This case that they provided to you concerned the Cabilly patents and whether there could be discovery 19 20 into settlements that Genentech had entered into for some 21 other patents in some of that litigation. 22 And initially the court's first ruling -- and 23 this is you can see on the second page of the opinion that 24 Mr. Strand handed to you -- was that in September 2011, the

Northern District of California said no, that court would

25

not order the production even in discovery of the settlement concerning the Cabilly patents.

It was Judge Feltzer in that case said that these documents were at best marginally relevant to their commercial success and damages issues in the case. That's on the second page of that opinion.

And then three years later, in August 2014,

Judge Feltzer again denied a motion to compel another one
of those settlements, again saying that they were
marginally relevant and that if there were a change of
circumstances or unexpected developments in the case, that
could render them more than marginally relevant.

And then what happened leading to the 2016 opinion is that there was a change in circumstances. And the Court identifies that on the next page, page 3 of 4 of the decision, that in 2015 there were additional settlements.

And then it's towards the end of the third page, it's the language that Rimini didn't highlight. It's the language right above that, where they say, Plaintiffs argue that the settlement agreements account for half of the licenses under which defendants receive royalties from products that, like Praluent, have FDA approval and are on the market.

In other words, the fact of a settlement

concerning a relevant product wasn't enough, and it wasn't enough twice in a row. It was when on the third time the plaintiff came back and said 50 percent of all of the sales, all of the license sales for this patented product are occurring under litigation settlement agreements.

At that point the Court said, Well, okay now, now, you've established relevance.

Let's contrast that with the showing that Rimini has made here. There's no showing that CedarCrestone accounts for any significant fraction of support sales, license sales, or anything, no matter how you would define what would be relevant in terms of what Oracle has.

They haven't attempted to argue that. They've come nowhere near the type of showing that was held here simply to justify discovery because these are discovery orders.

We have shown that the infringing contact of the maintained servers was ended in December 2012 and that the settlement was distant by eight months after that.

We've also shown that CedarCrestone and Rimini were in different positions, that CedarCrestone had a preexisting business relationship with Oracle, it was part of the Oracle partner network, and indeed breach of those contracts were at issue in that case.

So there's no showing like there was in this

Genentech case that any kind of license or settlement had any -- was a benchmark, that it accounted for a significant amount of sales, or that Rimini is in a similar position to CedarCrestone.

So as a factual matter, we think that they have not shown that the settlement agreement is relevant in any way.

We've also gone beyond just the bare relevant statements to cite for Your Honor two cases, Big Baboon and Brantley v. Boyd, dealing with the policy applied by courts in the Ninth Circuit adopting heightened scrutiny for discovery requests concerning producing settlement agreements.

And those were discovery cases. They weren't admissibility cases, they were discovery cases where the courts deny discovery into settlement agreements because there hadn't been a sufficient factual showing to satisfy that heightened scrutiny standard.

And so under that kind of standard, Rimini hasn't met that burden either.

They say there's some PeopleSoft copyrights at issue in this case, there's some PeopleSoft copyrights that were at issue in CedarCrestone, and that's all that they've argued.

That certainly wasn't enough in the Genentech

trilogy of cases to take access to the settlements, and it doesn't satisfy any kind of heightened scrutiny standard.

Because there's no showing that CedarCrestone sales account for any significant percentage of Oracle sales or that there's any kind of factual or otherwise similarities between Rimini Street and CedarCrestone.

So we submit that under these heightened standards that they simply haven't made the showing necessary to justify the production of those.

And, again, ordering a company to produce a settlement agreement without any real showing that it's relevant or that it bears on the issues in the case, that's a big deal. It wades out into other settlement discussions that companies can have.

And, furthermore, the way they want not just the settlement agreement but, in their subpoena to CedarCrestone, settlement negotiations, that's a pretty hefty thing for a court to order a party to produce and is invasive of the policy of promoting settlements.

And so we would submit they have not made the necessary showing to show that the settlement agreement should be produced at all.

Substantively, in terms of whether a settlement agreement can even be used to support a reasonable royalty rate, we've cited for the Court a number of courses --

```
1
     cases that say, No, never, that's simply not possible.
2
                Rimini's response is to cite a couple of cases
      that say, Well, maybe, in some circumstances that it could
3
     be possible to serve as a benchmark.
                But the important thing is there's unanimity
 5
     among the courts that as a matter of substantive law it's
 6
7
     very dubious to try to use litigation settlement agreements
8
      to come in as --
                THE COURT: Correct.
 9
10
                MR. HIXSON: -- evidence of a --
11
                THE COURT: -- sometimes that's --
12
                MR. HIXSON: -- (indiscernible) royalty.
13
                THE COURT: -- all there is.
14
                MR. HIXSON:
                              Sometimes that's all there is.
15
                But here that's not the case. Oracle routinely
16
     goes out and licenses software to customers and charges
17
      support contracts to them.
18
                Those practices, I mean, those are routine.
19
     Those are the overwhelming majority of the support
20
                That -- those are --
     business.
21
                THE COURT: That wasn't --
                MR. HIXSON: -- out there --
22
23
                THE COURT: -- the position --
24
                MR. HIXSON: Those are benchmarks.
25
                THE COURT: -- you took in SAP.
```

MR. HIXSON: But in SAP -- well, in SAP that was relying on the defendant's internal documents about how they valued their prospective use of the Oracle software and, as well, Oracle's executives' testimony about how they would charge SAP to use on it. Because those were very different from a customer phasing of license like the ones that Oracle typically enters into.

And the Ninth Circuit held that that showing wasn't adequate.

But that doesn't mean that the CedarCrestone settlement somehow, because it's so factually distinct, it doesn't account for any significant fraction of shares.

So at least Rimini hasn't established that would somehow come within relevance or trump the policy that there's heightened scrutiny before producing a settlement agreement as here.

And so -- and likewise in SA -- Oracle v. SAP, there was no suggestion by the Ninth Circuit that a settlement that resulted from litigation would somehow be substantively relevant.

So what we have here are really three layers under Rule 26. We had as a matter of substantive law that many courts outright refuse use settlement agreements as a

relevant benchmark. Some sometimes allow it. But it's under unusual circumstances.

Piled on top of that we have the absence of a factual showing that Rimini Street is in any way similarly situated to CedarCrestone or that there's any significant sales through the settlement agreement.

And then on top of that, we have this heightened discovery standard which does apply in discovery cases that courts in the Ninth Circuit apply to resist producing settlement agreements.

And when you add these things to each other, I think you get to the conclusion that the settlement agreement with CedarCrestone isn't discoverable at all.

With that I'd like to turn back to the protective order issues. Because seven of the nine requested CedarCrestone just have nothing to do with the settlement agreement and all of them to Spinnaker don't either.

The causation and damages issues were certainly in front of this Court last October and this February when you drew the line that discovery, at least directed at Oracle concerning these third parties, should be limited to relevant customers.

And in February Rimini Street mentioned

CedarCrestone and Spinnaker by name in their motion to

compel. So, again, this issue was keyed up.

1

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

It was remarkable to me this morning how Rimini's counsel began with handing you a copy of Rule 26 and spent more than half an hour arguing as if none of these issues had been before Your Honor before when, in fact, you had heard and decided them last October and again in February on very significant issues here.

They largely said nothing to justify the request They suggested they might not need any to CedarCrestone. of them, actually. And they said very little about the requests to Spinnaker.

Most of these requests really have nothing to do with causation or damages. Like the Request No. 1 to CedarCrestone deals with licensing regime that CedarCrestone operates under; their Requests 6 or 7 to CedarCrestone and 9 to Spinnaker as wholesale about their entire business operations not limited to causation or damages issues, not relevant -- not limited to relevant customers in any way.

We think a lot of these issues were resolved on summary judgment in the first case where Judge Hicks had interpreted the relevant Oracle licenses and where there was already a finding that at least the Rimini 1.0 process was infringing. And so the discovery into the CedarCrestone business model to see about industry

practice, to look at license interpretation simply isn't relevant here and isn't something that needs to be -- isn't something that needs to be retread.

In this case as we briefed in October and in February, we heard a talk about whether Rimini Street's 2.0 process in lawful and then the damages that Rimini should have to pay for the 1.0 process while it continued to be in effect.

On that damages point, we've acknowledged that certain causation of damages evidence may be relevant from third parties like CedarCrestone and Spinnaker, but it would be cabined to discovery about relevant customers, namely Rimini customers, that considered or went to or went from CedarCrestone and Spinnaker.

And if you look at these very broad subpoenas and deposition topics that they -- that Rimini has propounded, none of them are in any way limited to those topics.

Which gets us to why we have brought this as a protective order motion in front of Your Honor.

THE COURT: And your -- and both CedarCrestone and Spinnaker have served objections that point to those narrowing of the subpoenas --

MR. HIXSON: Yes.

THE COURT: -- and rely upon the two prior

status conferences in which I made discovery rulings in this case.

Why aren't they perfectly competent to directly work with counsel for Rimini to narrow the requests in accordance with what they understood my rulings were?

MR. HIXSON: They certainly could work with Rimini. They have also, though, objected across the board to all of the requests and to all of the deposition topics.

The dispute between the parties and now the third parties, as well, is over the interpretation of Your Honor's orders. And you heard Rimini's position that they somehow take the view that those orders have no implications because they claim their subpoenas are within those, where CedarCrestone and Spinnaker have asserted that all of these requests are outside of them.

One path we can go down is for Your Honor to make clear what your orders were, which will provide a lot of guidance for the parties.

The path that I think Rimini is contemplating is that there would be these meet-and-confers and negotiations with CedarCrestone and Spinnaker and ultimately there could be motions to quash or to compel filed in the District of Colorado or the Southern District of Georgia.

If that were to happen, obviously those would be before different federal judges. But I expect those judges

would also want to know your view on what you've already decided. Because that's the principal dispute between the parties and the third parties, is your interpretation of your prior orders.

And so that's why we're here before you today asking you to give guidance on that and to state your view about whether or not these subpoenas comply with your Court's prior guidance. Because that would moot a lot of these discussions and disputes.

And in fact if there end up being motions to compel and motions to quash filed in Colorado and Georgia, Oracle, or potential third parties, likely would move to transfer those back to Your Honor to have you --

THE COURT: Well, that --

MR. HIXSON: -- assess what --

THE COURT: -- happens all the time. And that makes perfect sense.

MR. HIXSON: Yes.

THE COURT: And the rule allows it if that happens. But it hasn't happened yet.

MR. HIXSON: Right. But under Rule -- and that's why we moved under Rule 26, which provides that a party can bring a motion for protective order in the court where the action is residing, because the issue we're dealing with is your prior orders and what effect do they

1 Other than the notion that misery MR. STRAND: 2 loves company, I think it would be appropriate to stipulate to bring it back here and let you --3 THE COURT: Well, it's up to, of course, the --5 MR. STRAND: Sure. Subject to their approval. THE COURT: CedarCrestone and Spinnaker 6 7 certainly have the right to take whatever action they deem 8 appropriate on your subpoenas. 9 MR. STRAND: Right. 10 THE COURT: But I can predict that any other 11 court in a case that's been going on as long as this one 12 has and is preceded by prior litigation is going to want 13 this Court to make any determination. 14 MR. STRAND: Yeah. And that's why we're 15 suggesting a month where we can try to sort all those 16 things out and not bother you or any other court with this 17 and just work it out in a gentlemanly fashion and get the 18 documents that we think we need and move on. 19 This is obviously up to Your MR. HIXSON: 20 Honor's discretion. And because we saw a conflict between 21 the subpoenas and your orders in October and in February, 22 we wanted to bring this to the Court's attention as 23 promptly as possible. 24 And we would like an order clarifying that these

are outside the scope of your prior orders. But if your

25

preference is simply to wait for a dispute to develop and then have it heard before you by stipulation, if possible, then that's acceptable with Oracle as well.

THE COURT: Mr. Hixson, I wish I could keep in my brain everything that has happened in just one case, let alone -- but I have to tell you, the nuances of the rulings and the hundreds of pages of transcript probably of those two hearings, I do not have laser-like precision and focus on what was before me then and what I told you.

I am going to compel you to produce the CedarCrestone settlement agreement. I am not inclined at all to compel settlement negotiations absent a much higher threshold showing by Rimini in this case that they haven't made.

I have read the ResQNet case and the Astrazeneca case. And I do regard this as a -- this case -- the damages that are allowed in copyright infringement case as the -- I was particularly amused by the description of the judge being more conjurer than judge-like in arriving at a hypothetical, not speculating but still hypothesizing.

This is a very difficult area of the law and an area in which -- as you know in your first Oracle case, the jury awarded zero damages for lost profits. And the only alternative to a lost profits damages analysis is a hypothetical reasonable royalty.

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

Your Honor, I just -- Rimini's MR. HIXSON: talking point is that there were zero dollars in lost profits. There were \$14 million. So every time they say zero, I think, no, it was 14 million. THE COURT: You got damages --MR. HIXSON: Yeah. THE COURT: -- for various categories of things. MR. HIXSON: Yeah. THE COURT: And the point is I regard this as discoverable. And whether or not it's admissible, I think you may have the upper hand on that for all of the reasons you state in your joint status report, that -- the litigation value of it, the fact that CedarCrestone stopped infringing before -- long before and for many other good policy reasons.

But since there are -- there's very little information on which to base causation and damages in a unique area like this. And so I'm going to allow the discovery of the settlement agreement itself subject to the protective order.

I'm going to deny your motion for protective order and require Rimini to negotiate with the two recipients of the subpoena duces tecum to narrow the subpoenas and determine whether the recipients of the subpoenas wish to contest.

You also have served subpoenas on 248 of their clients asking for broad discovery of information. And at this discovery stage I'm inclined to allow them more targeted discovery than was before me in the very, very broad discovery request.

I agreed with you with respect to the customer issues, but the context of those discovery requests, as I recall, they wanted every agreement that you ever made, any licensing agreement with any customer, whether they were involved in this line of business or not.

And those were simply extraordinarily overbroad, and there was no way I was going to compel you to produce that breadth of information.

But these two subpoenas duces tecum are much more narrow. And I do agree they ought to be focused on obtaining customer information pertinent to this case and product lines pertinent to this case.

However, as they are exploring from Spinnaker, whether Spinnaker -- what Spinnaker does is noninfringing alternative to the services you provide. They're entitled to some latitude there.

MR. HIXSON: Understood, Your Honor.

THE COURT: Okay. Let's set a date for our next status and dispute resolution conference.

And at the next conference I expect the parties

```
1
      to submit an updated discovery plan and scheduling order.
2
                And I do expect that Rimini will have made
      substantial progress towards getting the rest of this
3
      discovery to Oracle that's been outstanding for months and
     months and months now.
 5
 6
                 As I said, the time -- the time clock is running
7
     on this case.
8
                 So, Mr. Miller, what do we have in approximately
      30 days?
 9
                 COURTROOM ADMINISTRATOR: Well, Your Honor, in
10
11
      approximately 30 days we can reschedule this matter for
12
      Tuesday, May the 10th, 2016, at 9:00 a.m. in this
13
     courtroom.
14
                 THE COURT: Do you want to consult your various
     devices?
15
16
                 And we'll go off record and see if that works
17
      for you all.
18
             (Discussion held off the record from
19
             10:20 a.m. until 10:21 a.m.)
20
                 THE COURT: As I said, I do want a proposed
21
      schedule to get this ready for trial.
22
                MR. HIXSON: On that --
23
                 THE COURT: A meaningful one.
24
                MR. HIXSON: -- Your Honor, I do have a
25
     question.
```

2

3

5

6

7

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

My colleague has pointed out that a couple of the dates in the existing schedule expire within a week or two after the May status conference. The current last day to amend pleadings and add parties is May 16th. And then the last date to file interim status report is May 30. would ask --THE COURT: Mr. Miller, are we back on the record? COURTROOM ADMINISTRATOR: We are now back on the record. THE COURT: Okay. I just wanted to make sure you're getting this on the record. Go ahead. MR. HIXSON: Okay. And so with respect to the May 16th and May 30 deadlines in the current case schedule, I understand that the next one of those are likely to be kicked, we would appreciate it if the Court could at least extend those by 30 days as of today so we don't worry that we have a deadline less than a week --THE COURT: Correct. There's no reason to --I'm not going to enforce that deadline. I've been telling you that I'll enter a schedule once I have a much better handle on how close or far away we are to completing the discovery that you need from Rimini. And so, no, you're not going to be held to those

```
70
1
      deadlines, and they'll be extended a minimum of 30 days.
2
                 MR. HIXSON: All right. Thank you.
3
                 THE COURT: Okay. We'll see you back then,
4
      gentlemen. Thank you.
                 COURTROOM ADMINISTRATOR: All rise.
5
             (The proceedings concluded at 10:22 a.m.)
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
```

		71
1	-000-	
2	I certify that the foregoing is a correct	
3	transcript from the electronic sound recording	
4	of the proceedings in the above-entitled matter.	
5		
6	Donna Davidsa 4/7/16	
7	Donna Davidson Date	
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		